

## SUCCESSFUL RENEWABLE ENERGY FOR AMERICA PROGRAM (REAP) PROVES TO BE IMPACTFUL

**ABOUT PROCESSOR'S INC.** Family-owned and operated since 1976, Guidry's Catfish (Processor's, Inc.) is the largest catfish processing facility in Louisiana and one of the largest producers of U.S. farm-raised catfish in the United States. Guidry's caters to the foodservice industry and retail customers. The company offers more than 70 different catfish items and has its own delicious blend of fish fry and hushpuppies. Guidry's 100,000 square foot processing facility and cold storage is located in Henderson, Louisiana. The facility uses a combination of state-of-the-art machinery and specially trained individuals to process catfish on 11 production lines.

**THE CHALLENGE.** A Guidry's Catfish employee reached out to the Manufacturing Extension Partnership of Louisiana (MEPOL), part of the MEP National Network™, to discuss the company's situation and explore cost savings opportunities. MEPOL's team knew the manufacturer was located in a rural area and began doing research on available assistance programs. MEPOL informed Guidry's of the REAP Grant, which provides guaranteed loan financing and grant funding to agricultural producers and rural small businesses for renewable energy systems or to make energy efficiency improvements.

**MEP CENTER'S ROLE.** Guidry's Catfish began collecting all the necessary paperwork for the application process. The REAP Grant application, written with an energy improvement project in mind, included information about a chiller system that would reduce the intake water temperature of the company's icemakers. Scherff met with the University of Louisiana at Lafayette's Energy Assessment Team to discuss an energy assessment for the Grant application and eventually had the University perform the assessment.

Once the assessment was complete, Scherff met with the client to review the application paperwork and toured the facility to better understand the addition of the chiller system. Once all information for the REAP Grant was collected from the client, Scherff worked on the application and submitted it to the USDA. As a result of MEPOL's assistance on the REAP Grant application, Guidry's Catfish was awarded the grant in mid 2017.

"MEPOL handled most of the [energy savings grant] project so we could focus on running and growing our business. As a result of their hard work, knowledge, and expertise we won the grant and used the money to pay for a new energy saving water system at our facility. We are already reaping the benefits with energy savings in the tens of thousands of dollars."

-Cherrie Guidry, Director of Marketing

## RESULTS



Increased or retained sales by  
**\$414,000**



**\$70,000** in cost savings



Increased or retained **200** jobs



**\$16,000** in new products



**\$230,000** in new investments

## CONTACT US



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